



# HIGH-TECH COMPANY PROVIDES GRANULAR, ROLE-BASED ACCESS TO LEGACY AND EMERGING SYSTEMS

**This high-tech firm was struggling to provide granular, role-based access to its legacy systems for its employees and some customers. Appgate SDP gave the company the ability to assign roles and resources to users and to enforce access seamlessly across its full range of assets.**

## Background

This 7,000-person company was struggling to provide its DevOps team with integrated access to legacy systems and emerging cloud-based resources. Plus, they sought to provide carefully controlled access to other users, including some customers. Looking to secure this hybrid infrastructure as part of a larger digital transformation strategy, the company targeted Zero Trust Network Access (ZTNA) as the means to support a precise role-based policy framework.

## Challenges

- The company struggled to provide integrated access for the DevOps team to legacy systems and cloud-based resources
- Other users—and even some customers—also needed access to systems, with the exact needs varying by identity and role
- Legacy solutions consumed significant operational resources, with provisioning alone occupying six full-time employees
- The existing VPN solution suffered from poor scale and was difficult to manage

## Requirements

The company needed a solution capable of:

- Integrating into the existing operational environment and seamlessly supporting future extensions
- Providing granular, role-based access to a hybrid infrastructure (including legacy systems and cloud-based resources) for employees and customers
- Replacing its legacy VPN solution

*“The whole idea that we are running applications everywhere and can onboard customers that historically would have been interconnected [by default], it’s absolutely making the world smaller per user. You don’t have to give the whole network to everyone.” Network security architect*

## Solution

After a thorough search for a suitable ZTNA solution, the firm implemented Appgate SDP, enabling granular, role-based access to legacy systems and emerging cloud-based applications.

*“Because we’re securing resources, every resource has an owner, so the resource owner authorized the access. Big benefit is current and up-to-date mapping of resources to owners.” -- Network security architect*

## RESULTS

Enabled a 471% pandemic-induced increase, exceeding 6,000, in the number of employees working from home

50% reduction in full-time resources required for provisioning

Digital transformation stance jumped 400%, from a ranking of 1/10 to 5/10

Leadership rated Appgate SDP “critically important” (10/10 score) to Zero Trust and work-from-home initiatives

## NEMERTES REAL ECONOMIC VALUE

Nemertes’ Real Economic Value study independently evaluated the business and operational impact of Appgate SDP, an industry-leading ZTNA solution

Through detailed interviews with technology professionals who use the product to provide granular, dynamic access to enterprise resources, Nemertes has quantified the real-world benefits and improvements Appgate SDP has brought to these organizations. Access the full report [here](#)

## ABOUT NEMERTES

Nemertes is a global research-based advisory and consulting firm that analyzes the business value of emerging technologies. Since 2002, we have provided strategic recommendations based on data-backed operational and business metrics to help enterprise organizations deliver successful technology transformation to employees and customers. Simply put: Nemertes’ better data helps clients make better decisions.

Learn more at [nemertes.com](https://nemertes.com).

## About Appgate

Appgate is the secure access company that provides cybersecurity solutions for people, devices and systems based on the principles of Zero Trust security. Through a set of differentiated cloud and hybrid security products, Appgate enables global enterprises and governments to easily and effectively shield against cyber threats.

Learn more at [appgate.com](https://appgate.com).